



<https://buildlabs.io/job/director-growth/>

Director, Growth

Description

Build Labs is seeking a leader for our Revenue Growth vertical with the passion and skill to develop relationships with new and existing companies, continually work towards 100% client satisfaction, and endeavor to expand Build Labs capabilities.

Responsibilities

As a Leader at Build Labs, this position is expected to endeavor at all times towards the growth and success of the company and is the primary expectation. A Leader is expected to treat team members and all other staff with respect and should expect the same in return. A Leader is self-directed, requiring input and objectives, but needing little management. A Leader will give opinions based on the good of the company first, the good of the team second, and the good of themselves third.

Qualifications

You will have capabilities in direct lead generation, pipeline management, sales forecast generation, sales material creation or management, and an understanding on how to connect and present appropriately with technical audiences.

You have experience with selling team-based, time-based, project-based, and managed services.

You will have demonstrated experience in revenue generation, preferably in a services-based software vertical.

You'll possess the ability to work autonomously, and as directed.

Job Benefits

Build Labs offers generous PTO, exceptional work environment, outstanding work/life balance, and full benefits packages, picking up 75% of the tab for healthcare, dental, and vision.

Hiring organization

Build Labs

Employment Type

Full-time

Job Location

123 N. 3rd Street, 55401,
Minneapolis, MN

Date posted

June 28, 2021